

**General Agents and Product Administrators:** GGA provides support to your organization in its income development efforts by delivering the most up to date, principles and practices available that motivate and excel the overall performance of your Client's Sales and Management Teams!

**Sales – Sales Management – Financial Services Training**

We offer customized training programs tailored to address specific and/or immediate needs along with a full suite of Sales, Sales Management and Financial Services Workshops.

- **Private Labeled Training Workbooks/Playbooks**
- **Financial Services Manager Certification Course**
- **Auto Sales Certification Course**
- **Two to Four Day Visits**
- **Half to Full Day Instructor Led Workshops**
- **On Site Dealership Development**



**Customizable Training & Coaching Curriculum**

To ensure the team is playing from the same playbook we provide custom-made "Playbooks" tailored to the following topics:

<b>Sales Associate Process &amp; Performance</b>	<b>Sales Management Process &amp; Performance</b>	<b>Financial Services Process &amp; Performance</b>
Internet Sales Skills Presentation & Demonstration Prospecting & Follow-up BDC and Ecommerce Skills Ethics & Compliance	Internet Strategies Deal Control Strategies BDC & Ecommerce Strategies Coaching & Leadership Skills Motivation & Accountability Ethics & Compliance	Embracing the Internet Customer Lender Relations BDC & Ecommerce Strategies Coaching & Leadership Skills Motivation & Accountability Ethics & Compliance